

Acquisition Reform Success Story



Wind Corrected Munitions Dispenser (WCMD)

Program Manager: LTC Steven Welch
PEO: Mr. Harry Schulte
Contractor: Lockheed Martin
Contractor PM: Mr. Mike Inderhees

Program Description

The WCMD program provides a replacement tail kit for inventory dispenser weapons: Combined Effects Munition, Gator, and Sensor Fuzed Weapon. WCMD uses inertial navigation to correct for launch transients and wind effects from medium to high altitude and is a significant force multiplier for our warfighters. WCMD will be employed on the B-1, B-52, F-15, F-16, and F-117.

How Streamlining Made a Difference

WCMD employed virtually every acquisition reform initiative known. An ACAT II program with a staff of 20 people, WCMD adopted an integrated product development approach and treated cost as an independent variable. Only the user's key performance parameters were sacred. The contractor was free to trade requirements against system affordability throughout the program. WCMD also implemented a "Fly Before You Buy" philosophy. Unit price and system performance parameters are based on hardware configurations and flight test results achieved during EMD. From the beginning, WCMD embraced the principle of performance based contracting. The contractor was allowed to write his own Statement of Work and System Specification without the constraints of MIL-STDs and Government "how-to" direction. All milestones have been met on time or ahead of schedule.

Measure	From	To
Required Assets Available	4th Qtr FY '99	Feb '98
Average Unit Procurement Price (BY 94)	\$25,000	\$8,937
Accuracy (CEP) requirement	100 feet	<85 feet
Warranty (in container/out of container)	10 years/2 years	20 years/5 years

Bottom Line: WCMD improved accuracy over the ORD requirement (doing it **better**), will deliver assets to the user 18 months ahead of the ORD need date, (doing it **faster**), at an AUPP 64% lower than original program office projections (doing it **cheaper**), and without burdensome government oversight (doing it **smoother**)!

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